



9th Annual U.S. Department of Energy Small Business Conference



Los Alamos National Laboratory
Dennis Roybal, Small Business Program Manager
June 23-26, 2008





About the Laboratory



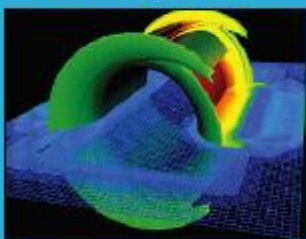
Operated by *Los Alamos National Security, LLC (LANS)* for the U.S. Department of Energy's NNSA.

- FY07 Annual Budget **~\$2.2B.**
- FY07 Procurement base **\$702M.**
- FY07 SB procurements **\$230M.**

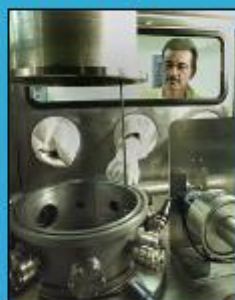


LANL national security science mission has three major elements

Stockpile Stewardship



Large-Scale Simulation
Stockpile Stewardship



Pit
Manufacturing



B61-7/11 Strategic
Bomb



DARHT



W76, W78, W88
for Trident &
Minuteman III

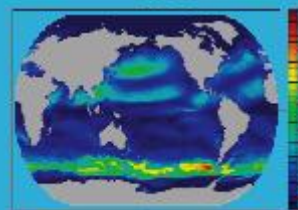
Science, Energy & Environment



Fuel Cell



CINT



Climate Modeling

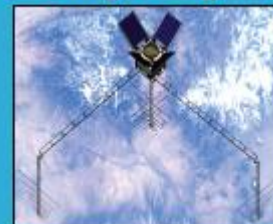
Threat Reduction



Non Proliferation



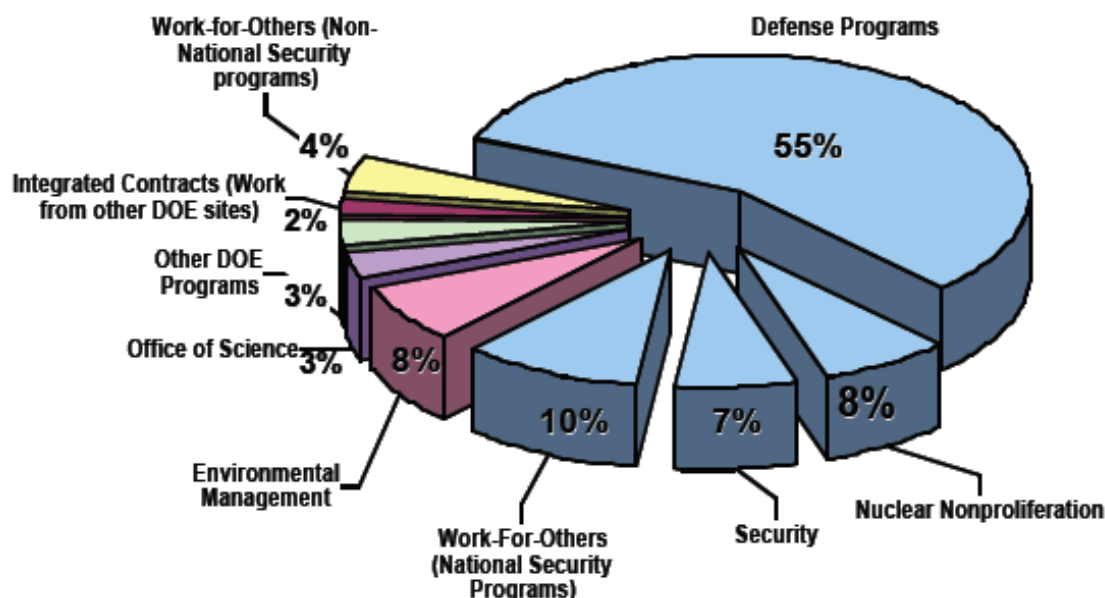
Characterization
of Biological Agents



Space Detection



Los Alamos National Laboratory is a National Security Science Laboratory for the 21st Century (~\$2B in FY08)



National Security programs represent ~80% of LANL program portfolio.



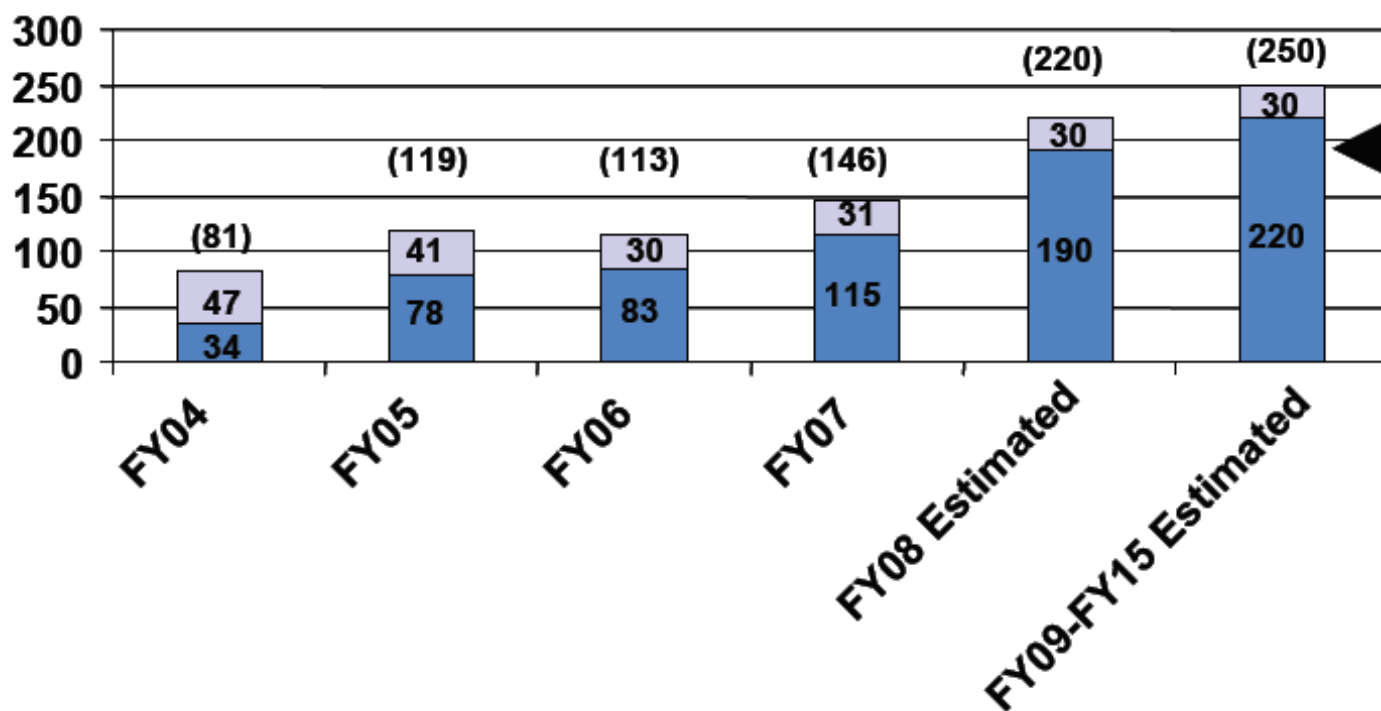
What the Laboratory Buys

- **Research & Development Studies**
- **Architectural/Engineering**
- **Technical Support Services & Staff Augmentation**
- **Mechanical & Electronic Fabrication**
- **Commercial Products & Services**
- **IT Products & Services**
- **Environmental Remediation**
- **Facility Construction**





Construction Cost Trends



Next 8
Years:
RLUOB,
CMRR,
NMSSUP,
RLW, TRU,
TA-55 Re-
investment,
NSSB II



How Los Alamos Does Business

- **Procurement/Contract Specialists identify NAICS code based on Statement of Work.**
- **Sources sought through Small Business Office or CCR. Gov via NAICS code.**
- **May define search based on SB certifications to meet Los Alamos SB goals.**
- **Review capabilities of identified sources.**
- **Request for Interest or Request for Information are sometimes issued.**
- **Request for Qualifications, based on Statement of Work.**
 - Minimum Safety requirements based on record of past performance
 - Minimum Security requirements (Q-Clearances, FOCI, etc.)
 - Quality Assurance requirements (e.g. Nuclear Quality Assurance certifications)
 - Past Experience/Performance
- **Request for Proposals to Qualified Sources.**



What You Can Do!

- Register in CCR <http://www.ccr.gov>
- Identify NAICS code(s) <http://www.naics.com/search.htm>
- Make sure SBA certifications are approved by SBA (i.e. SDB, HUBZone)
- Submit a capability statement
 - Identify any *unique products or services*
 - Number of *years in business and any SB certifications*
 - Identify *previous contracts*
 - Identify your *Customers*
 - Provide *past performance ratings*, if any
 - *Partner whenever possible* (to build capacity and leverage other's strengths)
 - If construction, *bonding requirements, safety records, etc.*
- Demonstrate your knowledge about Los Alamos National Laboratory.

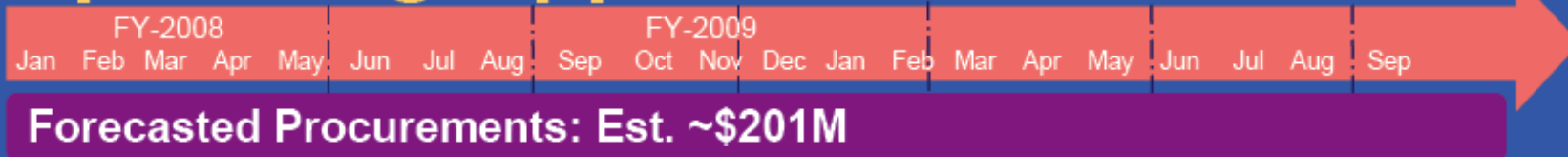


What Do We Expect From Our Suppliers?

- **Safety -- Share our Zero Accident Philosophy**
- **Safeguards & Security**
- **Quality**
- **Deliver On-Time and Within Budget**
- **Expect to Compete**

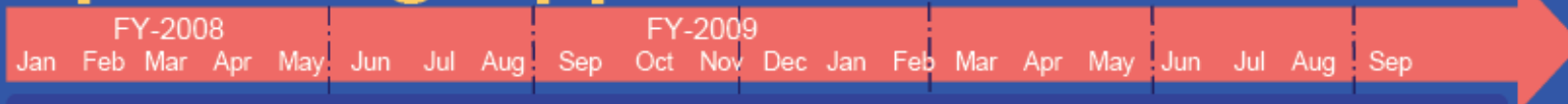


Upcoming Opportunities at LANL



TA-9 Electrical Infrastructure/Safety Upgrades / \$1M / RFP Forecast 6/15/08 / SBSA
Third Party Auditing Services / \$300K / RFP Forecast 6/30/08 / Open
4.8 MW Infrastructure Project / \$5M / RFP Forecast 7/15/08 / SBSA
Software Quality Assurance Support Planning / \$8M / RFP Forecast 7/15/08 / SBSA
Installation of Remote Uninterrupted Power Supply / \$2M / RFP Forecast 7/30/08 / SBSA
Super VTR A&E Services / \$2.5M / Forecast RFP 8/15/08 / SBSA
Environmental Analytical Sampling (multiple) / \$50M / RFP Forecast 9/15/08 / partial SBSA
Sampling Well Drilling (MTOA) / \$80M / RFP Forecast 9/30/08 / SBSA
Construction Blanket Ordering Agrmts. (3-4 awards) / \$5M ea / RFP Forecast 9/30/08 / Open Comp
Lab-Wide Cellular Service / \$9.6M / RFP Forecast 9/30/08 / Open Comp
SCC Infrastructure Upgrades, Phase 2 / \$7M / RFP Forecast 11/1/08 / Open
TA-22 Stockpile Systems Detonator Storage Project / \$1M / RFP Forecast 1/15/09 / SBSA
Super VTR - II Construction / \$15M / RFP Forecast 5/1/09 / SBSA

Upcoming Opportunities at LANL



Forecasted Blanket Subcontracts: Est. ~\$247M

Lab and Safety Supplies / \$36.4M / RFP Forecast June 08 / SBSA

Industrial Fasteners / \$1.5M / RFP Forecast June 08 / SBSA

Computing Commodity - Dell / \$98M / RFP Forecast June 08 / SBSA

Computing Commodity - Apple / \$20M / RFP Forecast June 08 / SBSA

Computing Commodities: HP / \$40M / RFP Forecast June 08 / SBSA

Specialty Gases / \$1.5M / RFP Forecast June 08 / Open

Printers / \$25M / RFP Forecast July 08 / SBSA

Copiers, Scanners, Fax and Supplies / \$19.5M / RFP Forecast July 08 / SBSA

Computing Products-Diskless Computing / \$5M / RFP Forecast July 08 / Open

Copier Leases / \$TBD / RFP Forecast 4th Qtr 08 / Competition TBD

Upcoming Opportunities at LANL





Los Alamos National Laboratory

Small Business Program Contact Information

Call Us: (505) 667-4419

Write Us: ***business@lanl.gov***

Visit Us: ***http://business.lanl.gov***

